

# Press Release

Lyon, January 27, 2003



*Extending the Reach of Information*

## Esker Sales Activity for Q4 2003

Sales (M€)	Q4 2003	Q4 2002	Cumulative 2003	Fluctuation at Constant Currency Exchange Rates**	
				Q4	12 Months 2003
DeliveryWare *	1.39	1.04	3.39	+50.2%	+29.5%
Fax Server	2.52	2.93	9.48	-1.8%	-6.1%
Host Access	2.45	3.89	9.71	-31.9%	-29.7%
<b>Total</b>	<b>6.36</b>	<b>7.86</b>	<b>22.58</b>	<b>-10.1%</b>	<b>-14.9%</b>

\* Electronic document software server

\*\* 2002 exchange rates applied to 2003 sales

*Taking into account Esker's international costs structure, monetary fluctuations have only a slight effect on the company's results, but their effect on sales is significant. For this reason, Esker presents sales fluctuations amended by monetary effects.*

Despite the slow improvement in the information technology market, Esker's commercial activity in the fourth quarter shows a clear improvement over the previous quarters. Sales in Q4 grew by 19% compared with Q3, due to a good performance from the new electronic document delivery solution, Esker DeliveryWare Platform, and a satisfactory firmness of the other product lines.

### Strong Growth for Esker DeliveryWare Solution

Esker recorded its best ever quarter around the Esker DeliveryWare solution, around which Esker organizes its corporate strategy. The end of the year 2003 saw the sale of some major projects on top of the regular sales activities. Sales for the DeliveryWare product line increased by 50% compared with Q4 2002 and almost 110% compared with average sales for the first three quarters of 2003. In the United States, the sales growth recorded by the Esker DeliveryWare product line reached 90% in Q4 and an annualized rate of 80%.

These excellent results reinforce the conviction of Esker in its corporate strategy and the technical quality of its solutions. In 2004, Esker will continue to confirm its leadership in electronic document delivery from SAP® systems. This effort will take the form of reinforcing the technical integration of Esker DeliveryWare with SAP®, continued investment in marketing aimed at positioning Esker as the global SAP® reference solution, and also the development of various commercial partnerships initiated in 2003.

In parallel, Esker will launch in 2004 the pilot phase of a service offering to some reference customers. This service offering aims to accelerate the development of the Esker DeliveryWare solution by opening the full technical capabilities of the platform. Esker will offer a unique integrated solution for meeting all its customer requirements regarding the creation and distribution of enterprise business documents.

## Solid Performance of Traditional Product Lines

The strong performance of Esker DeliveryWare was not at the expense of the fax solutions, which remain stable, particularly due to a dynamic European market that continues to grow (+15% in 2003). Fax servers remain strategic for Esker as an initial customer contact and entry point for Esker DeliveryWare deployments.

Sales of the traditional Host Access product line decreased comparatively strongly in Q4. The majority of this decrease can be explained by an exceptional sale in Q4 2002 to the US Department of Defense. Corrected for this nonrecurring effect, the decrease in Host Access product lines is limited to approximately 10%, which is a noticeable improvement compared with quarterly performances recorded over 2003.

## 2003 Annual Results

Despite a satisfactory year-end, the impact of the market weakness on the group during the second and third quarters will not make it possible for Esker to present balanced financial results for the year 2003<sup>1</sup>. As an initial estimate, the group expects an operating loss of close to €2.5 million. It should be noted that Esker had a positive cash reserve of €7.2 million on June 30, 2003 and zero debts.

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## About Esker

Esker develops communications software that optimizes the transmission and usage of information, within companies and commercial partners.

Founded in 1985, Esker is traded on Euronext, the French Stock Exchange (Le Nouveau Marché/ISIN: FR0000035818). In 2002, Esker achieved a turnover of €29.7M, with more than half of turnover in the United States.

Esker is active in North America, South America, Europe, and the Asia/Pacific zone. The company employs over 300 staff and has more than two million registered users worldwide. Esker is the most international European software vendor, with over 90% of its turnover resulting from exports.

Esker market offerings are divided into three product lines:

- Esker DeliveryWare Platform (automated delivery of business documents)
- Esker Fax™, Esker Fax for Notes, Esker VSI-FAX® and Esker VSI-FAX for Notes
- Persona® by Esker, SmarTerm® by Esker and Tun®Plus by Esker.

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<sup>1</sup> This figure is indicative only. It comes from data available at the time of publication. It is likely to be modified during the closure and audit of annual financial statements.